

# Aegis Logistics Limited

“Positioned for growth”

## Investor Presentation

November 2019



AEGIS

T130

10000KL



# Safe Harbour



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# Record Operating Performance



## Liquid

Highest Ever Revenue  
**Rs. 50 Crores**

New Capex Announced  
**Haldia : 12,000 KL**



## Gas

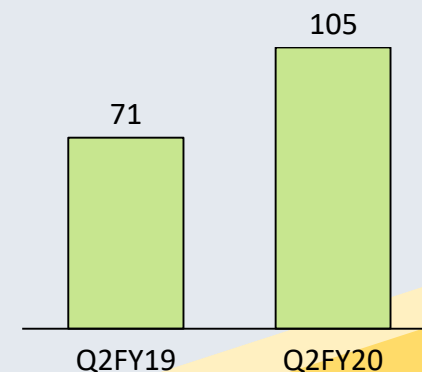
Highest Ever Normalized\*  
EBIDTA  
**Rs. 99.5 Crores**

### Highest Ever Volumes

- **Logistics: 751,000 MT**
- **Sourcing: 541,800 MT**
- **Autogas: 7,400 MT**
- **Commercial & Industrial: 34,000 MT**



## Normalized PBT<sup>^</sup>



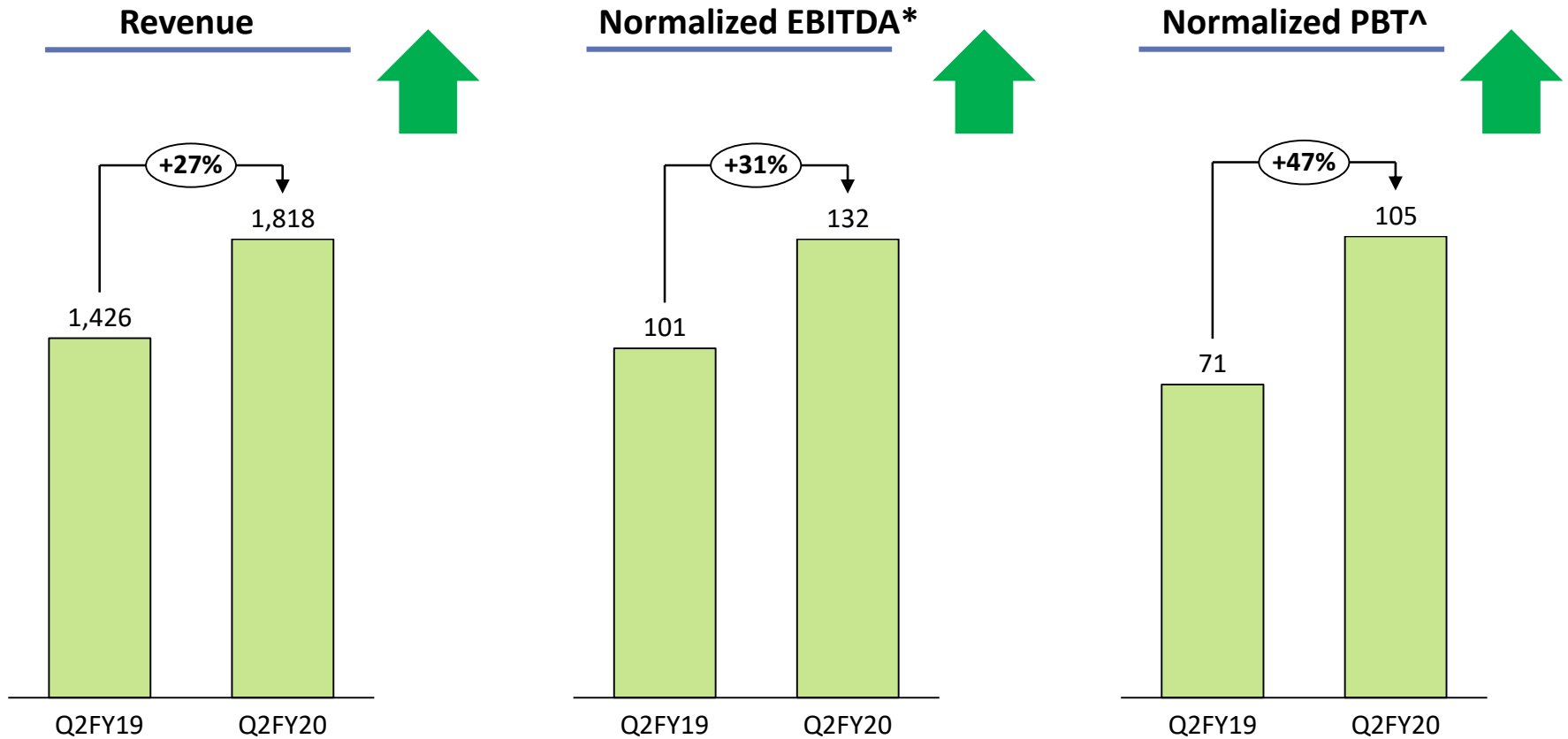
**Record PBT Reported**  
**Crosses Rs. 100 Crs**

\* Normalized EBITDA – Before Forex, Hedging Related Expenses

<sup>^</sup> - Normalized PBT – Before Expenses as per Employee Stock Purchase Plan

# Strong Performance Continues

Rs. In Cr



\* Normalized EBITDA – Before Forex, Hedging Related Expenses

^ - Normalized PBT – Before Expenses as per Employee Stock Purchase Plan

# Haldia Port – Expansion of Liquid Capacity

## Liquid Division

### Capacity

- 12,000 KL

### Project Cost

- Rs 10 crs

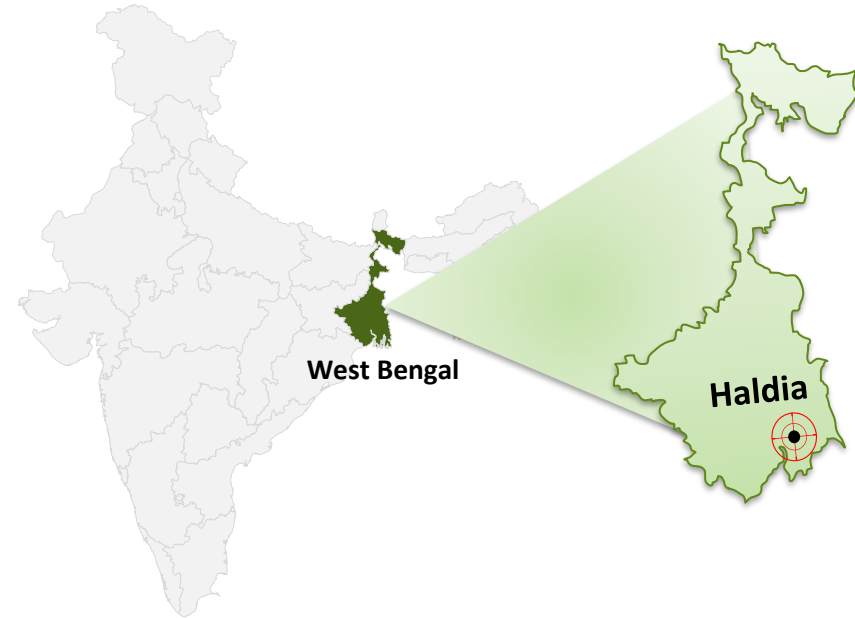
### Financing

- Internal Accruals

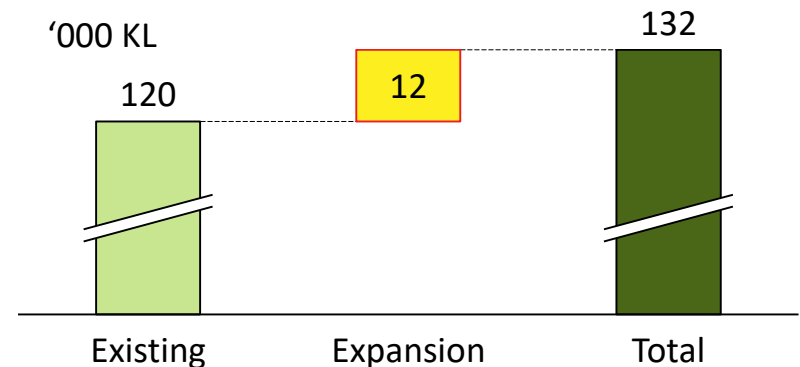
### Project Completion Date

- H1FY21

**New Project**



## Liquid Capacity at Haldia



# Kochi Port – Expansion of Liquid Capacity

## Liquid Division

### Capacity

- 20,000 KL

### Project Cost

- Rs 15 crs

### Financing

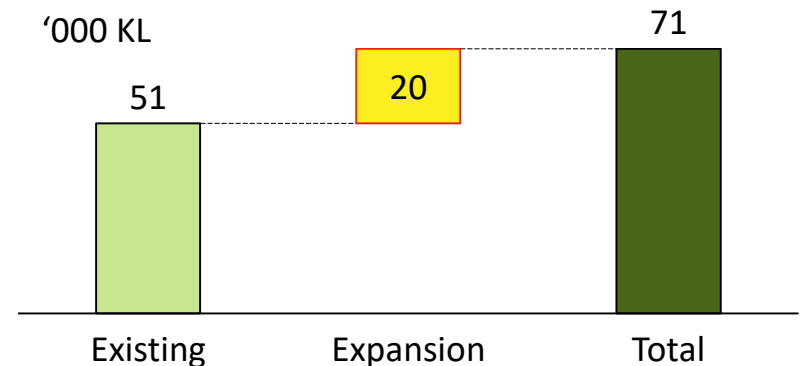
- Internal Accruals

### Project Completion Date

- Q4 FY20



## Liquid Capacity at Kochi



# Mangalore Port – Expansion of Liquid Capacity

## Liquid Division

### Capacity

- 50,000 KL

### Project Cost

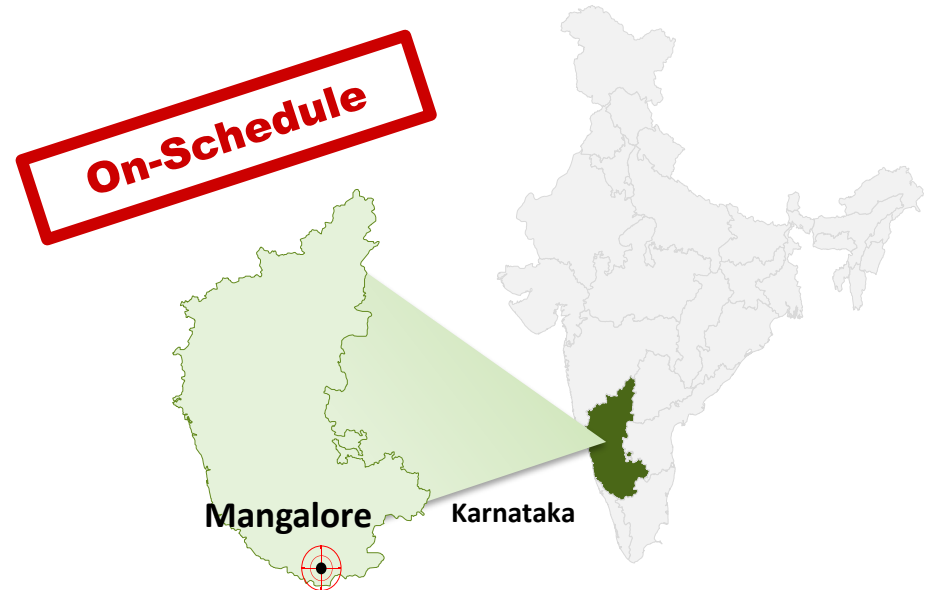
- Rs 35 crs

### Financing

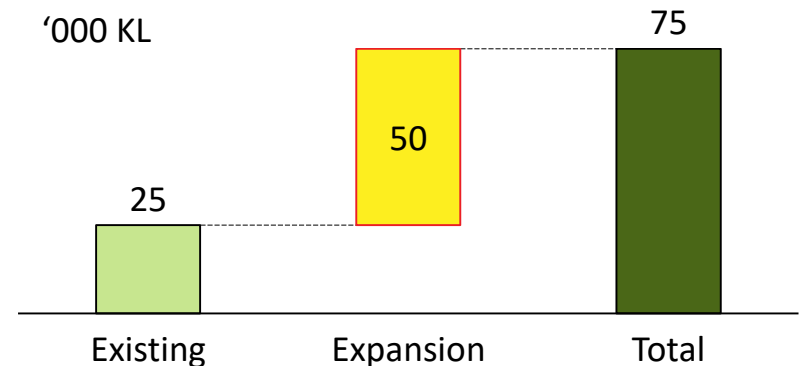
- Internal Accruals

### Project Completion Date

- FY21



## Liquid Capacity at Mangalore



# Kandla Port – New LPG Project

## Gas Division

### Static Capacity

- 45,000 MT – 2 Fully Refrigerated Tanks of 22,500 MT each

### Throughput Capacity

- 4,000,000 MT at full utilization

### Pipeline grid at Kandla Port

- JLPL Pipeline and proposed KGPL line

### Project Completion Date

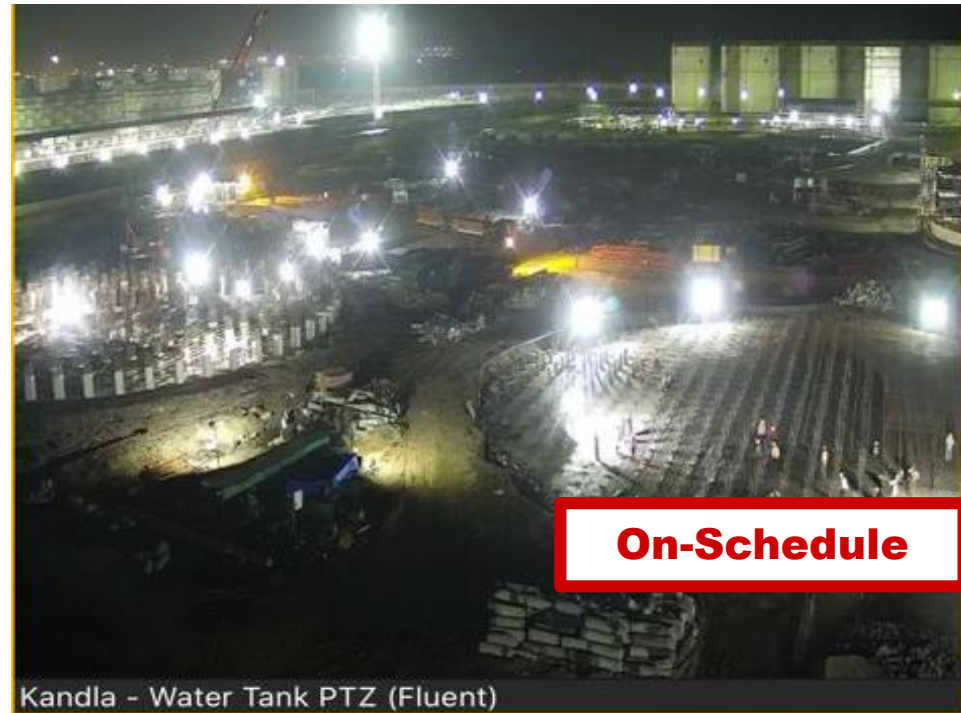
- H1 FY21

### Project Cost

- Rs 350 crs

### Financing Options

- Internal Accruals & Debt





# Pipavav Port - Brownfield Capacity Expansion for LPG

## ✓ **Static Capacity**

- Existing: 18,300 MT
- Additional: 3,800 MT

## ✓ **Railway Gantry for LPG**

- Agreement with Port reached
- Construction to commence soon

## ✓ **Throughput Capacity at full utilization**

- Existing: ~14,00,000 MT
- Additional: ~2,00,000 MT

## ✓ **Project Cost**

- Rs 75 crs

## ✓ **Means of Finance**

- Internal Accruals

## ✓ **Project Completed**

- FY21



*Throughput volumes for LPG handled in Pipavav  
expected to grow*

*through*

*existing and new customer relationships*

# Current Business Break-up

## Liquid Division

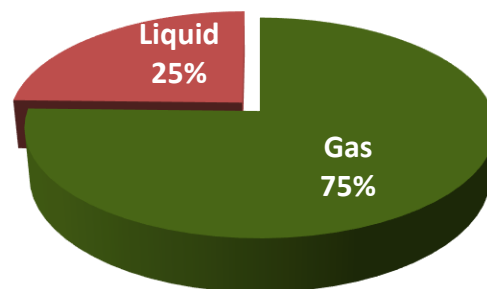
### Business

- Third Party Liquid Logistics (3PL)
- O&M Services

### Revenue Model

- Fee based Revenue Model
- Handling and Other Service Charges
- O&M fees

**Q2 FY20 EBITDA**  
**Rs. 132 Cr**



## Gas Division

### Business

- Third Party Gas Logistics (3PL)
- Auto Gas Retailing and Packed LPG Cylinders for Commercial segment
- Industrial Gas Distribution
- Marine Products Distribution (Bunkering)
- Gas Sourcing

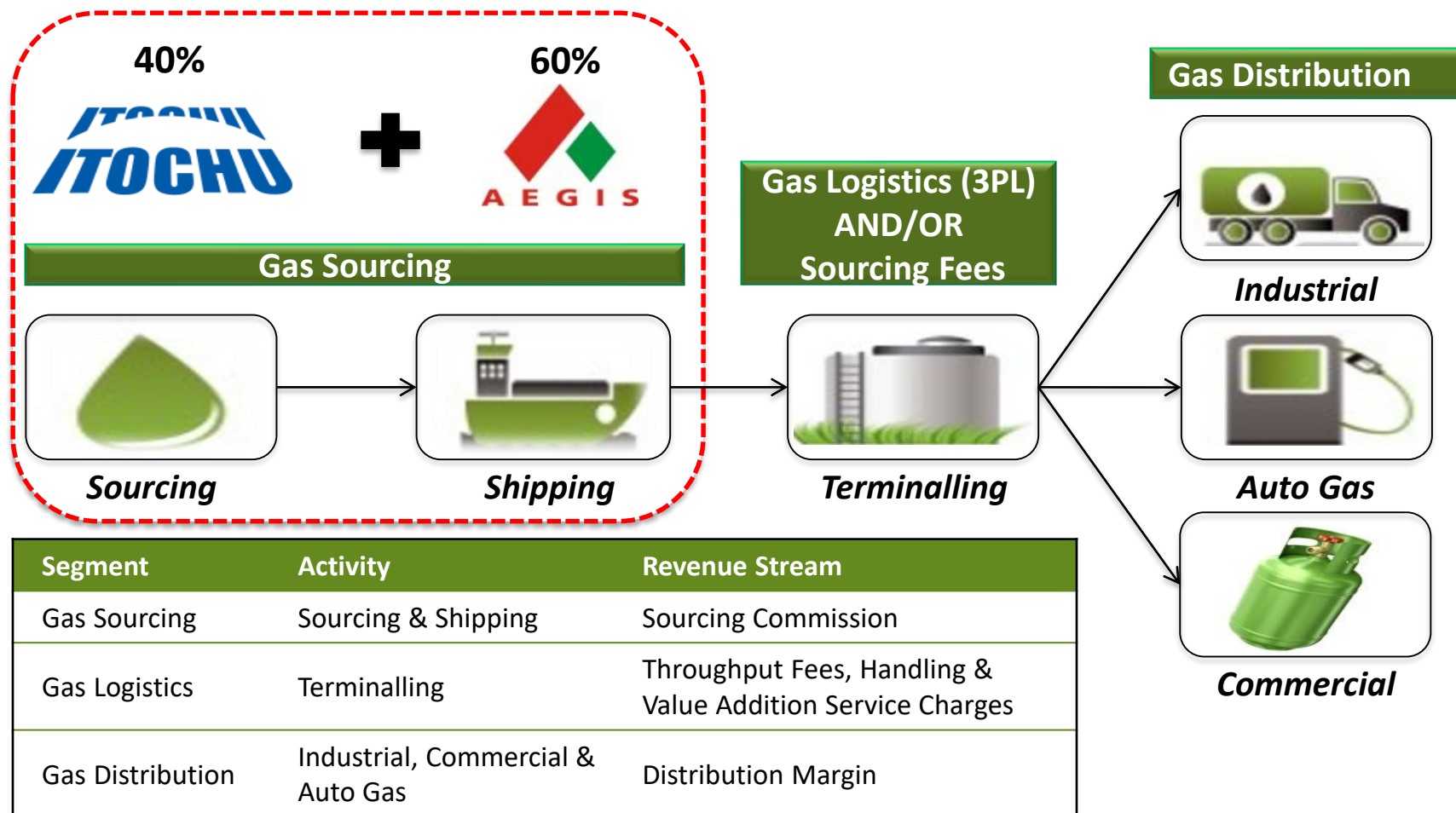
### Revenue Model

- Fee based Revenue Model for Gas Logistics
- Fees for Sourcing Business
- Retail Margin for Gas Distribution
- Handling and Other Service Charges



## Gas Logistics

# Gas Logistics - Capturing Complete Value Chain

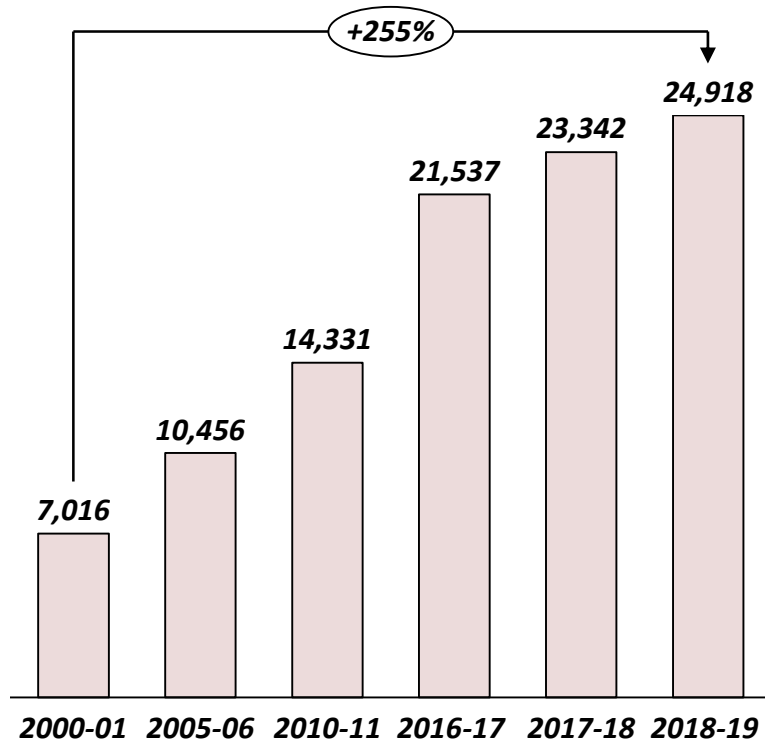


Creating 'Leading LPG Sourcing Player in India' through Vertical Integration Strategy

# Demand Supply Gap exists for LPG in India...

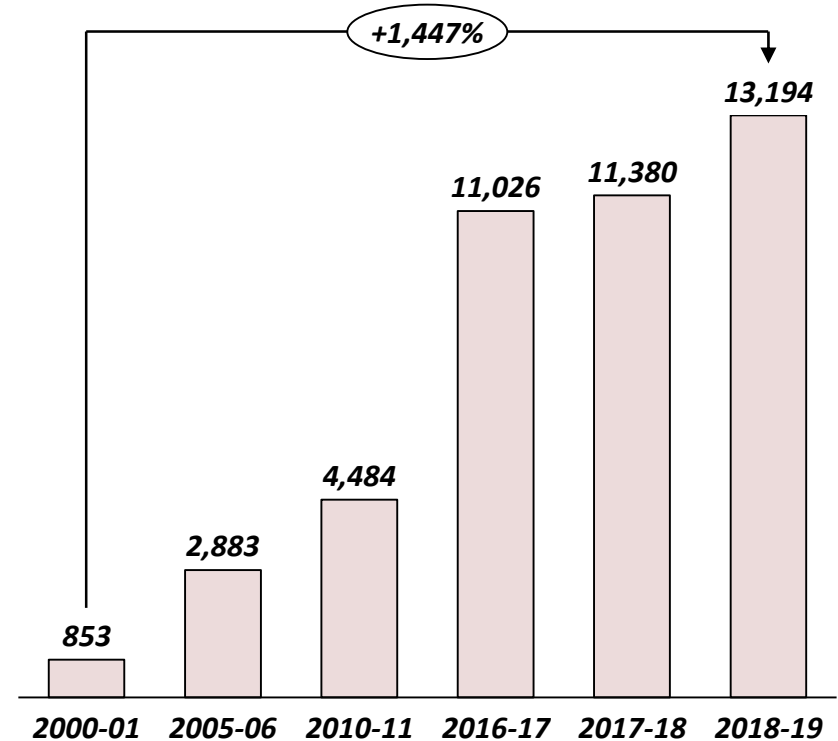
## Consumption of LPG in India

'000 MT



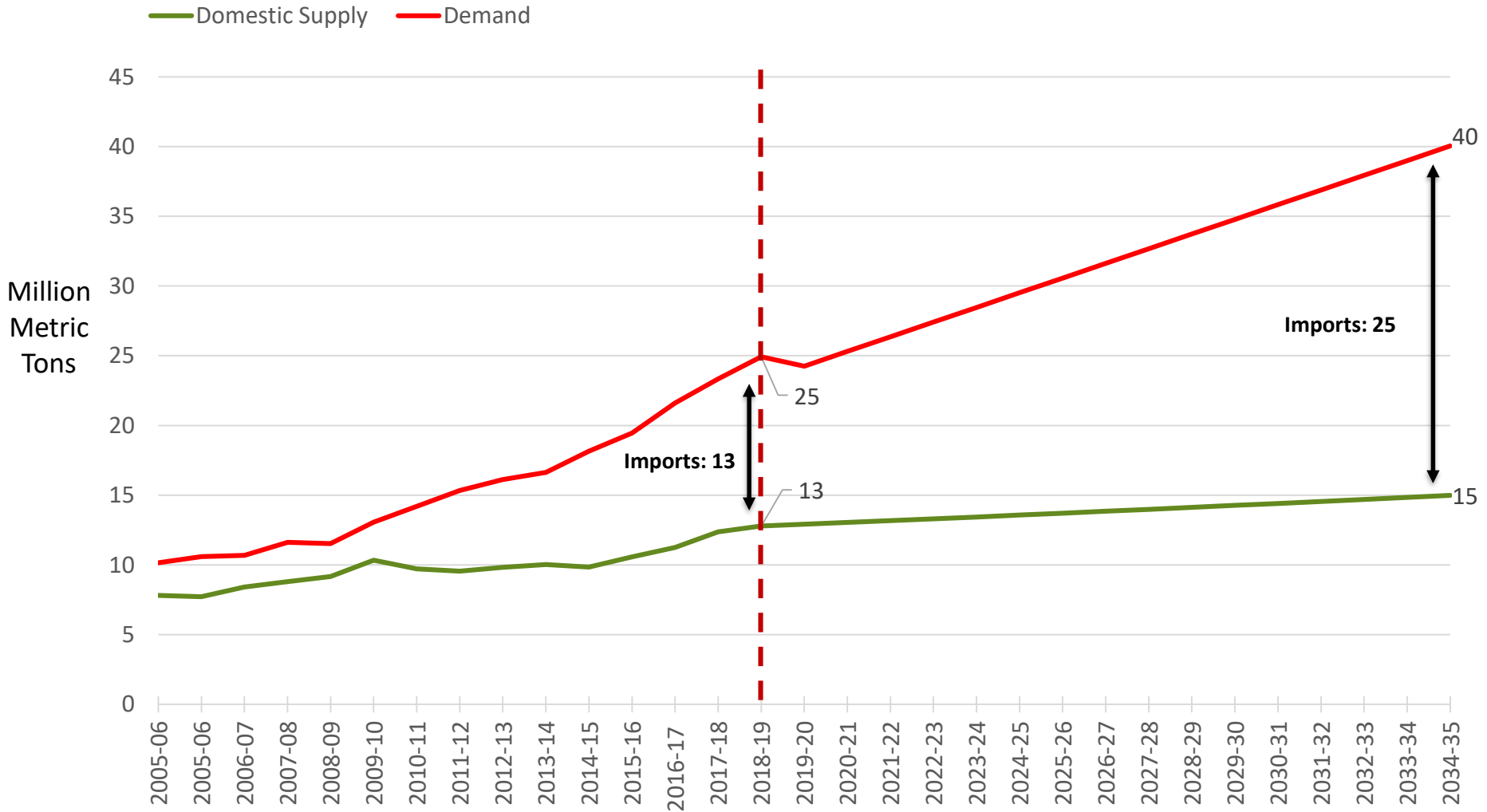
## Imports of LPG in India

'000 MT

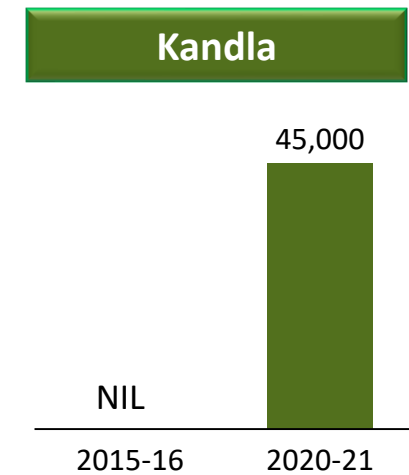
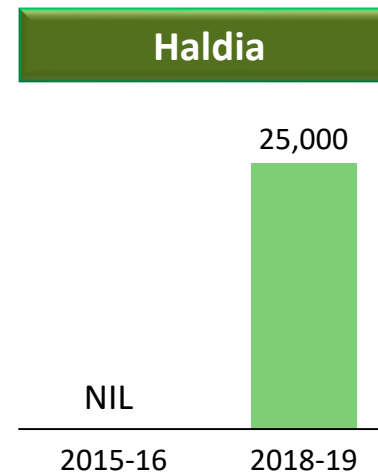
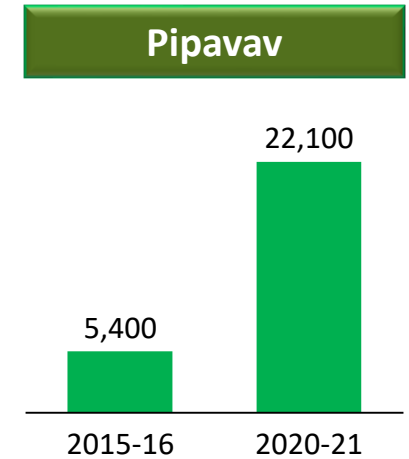
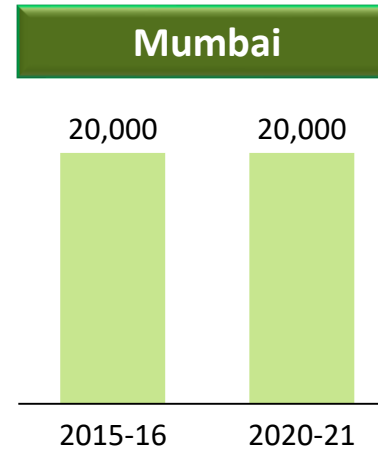
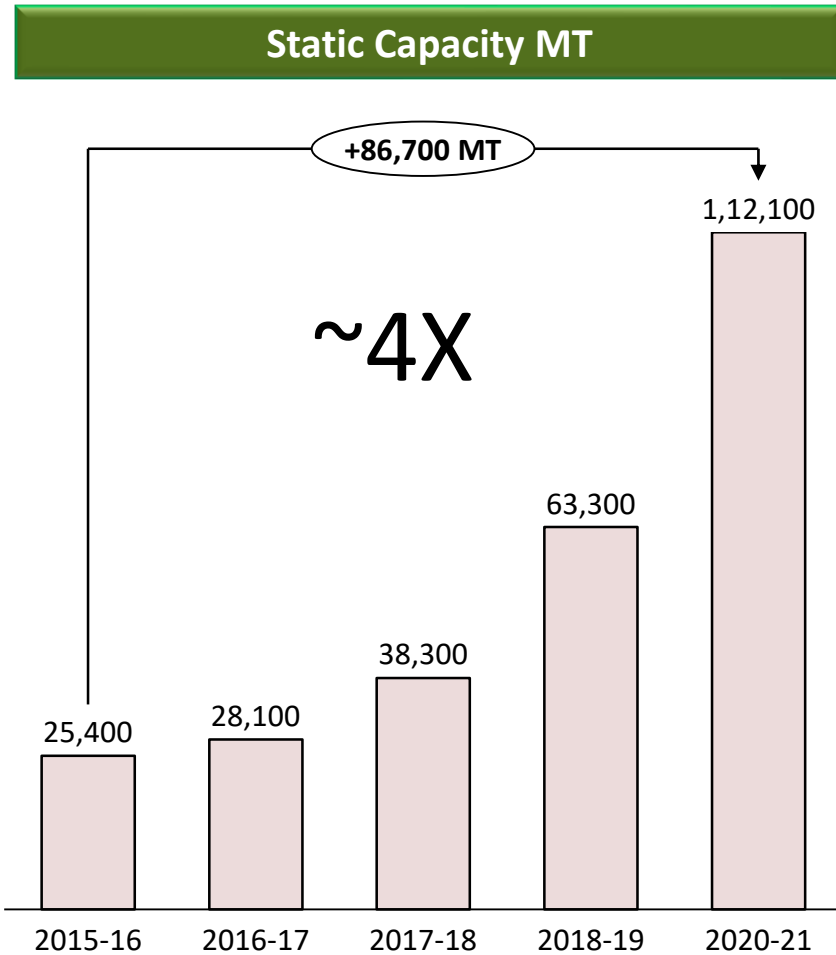


Incremental Demand in LPG met through Imports

# ...Increasing LPG imports will need Terminal Capacity

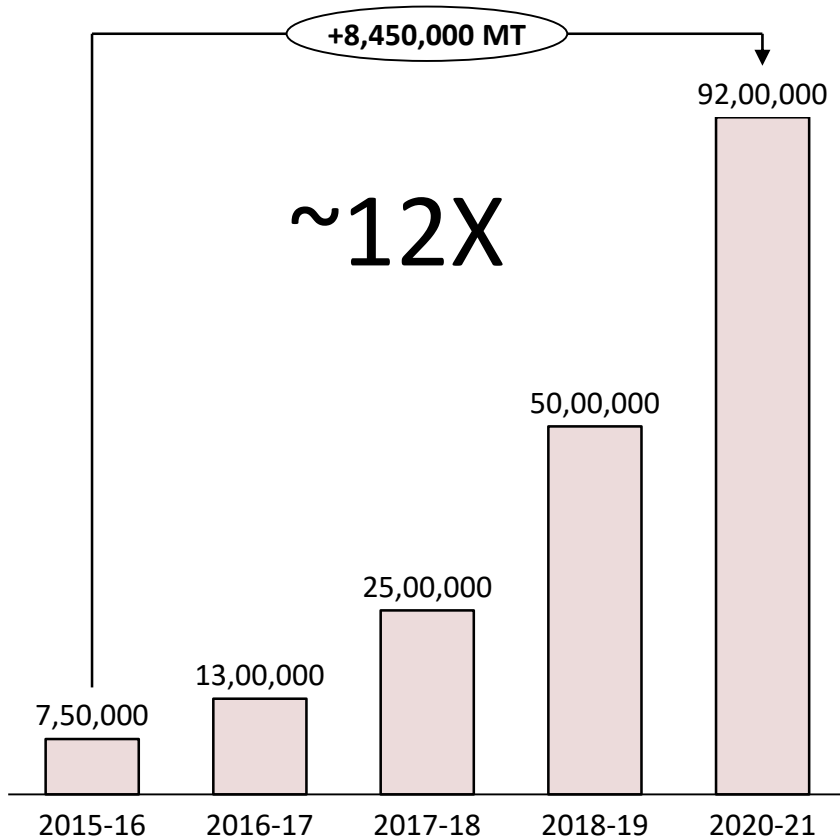


# LPG Static Capacity Post Expansion

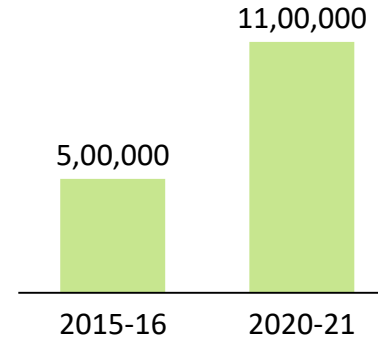


# LPG Throughput Capacity Post Expansion

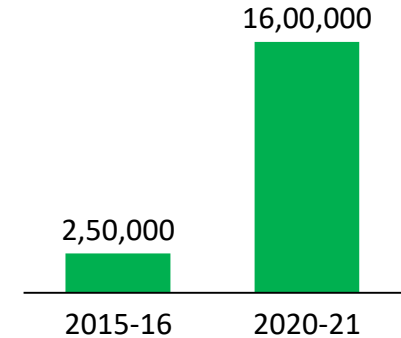
## Throughput Capacity MT



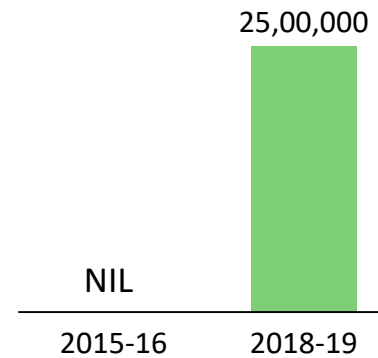
## Mumbai



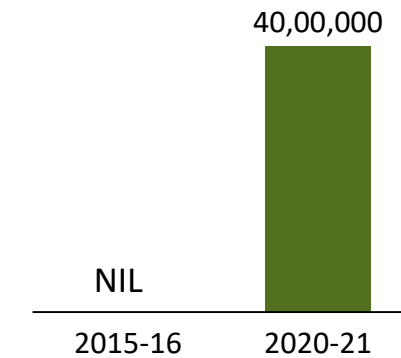
## Pipavav



## Haldia



## Kandla





# Greenfield Capacity Expansion at Haldia

- ✓ **Static Capacity**
  - 25,000 MT – 2 Fully Refrigerated Tanks of 12,500 MT each
  - 24 carousel (Filling Points) bottling plant
- ✓ **Throughput Capacity**
  - 2,500,000 MT at full utilization
- ✓ **Project Cost**
  - Rs 250 crs – LPG Terminal
  - Rs. 25 crs – LPG Bottling Plant
- ✓ **Means of Finance**
  - Internal Accruals
- ✓ **Project Completed**
  - Q3 FY17-18
- ✓ **Pipeline Connectivity**
  - Paradip -Durgapur Pipeline passes through Haldia



***Signed 20 years of MOU with  
a Large PSU as Anchor Customer  
at the Current Market Throughput Rates***

# Debottlenecking of LPG Terminals at Mumbai

- ✓ **Static Capacity to remain same**
  - 20,000 MT
- ✓ **Throughput Capacity**
  - 1,100,000 MT (incremental 400,000 MT)
- ✓ **Project Cost**
  - Rs 15 crs
- ✓ **Means of Finance**
  - Internal Accruals
- ✓ **Project Completed**
  - Q3 FY17-18
- ✓ **Pipeline Connectivity**
  - Uran – Chakan / Shikrapur LPG Pipeline passes through Mumbai



## ***Project Status:***

- Intake Pumps - Completed
- Internal Pipeline – Completed
- Connectivity of Mumbai Terminal to Uran – Chakan Pipeline Grid – Completed
- It is learnt that Uran – Chakan Pipeline is ready and now charged with Gas

# Our Gas Distribution Network

## B2C



- **Auto Gas Retailing:** Distribute LPG as Auto Fuel through Gas Station Network
- 114 Auto Gas Stations across 7 States

## B2B

- **Bulk Industrial Distribution:** Distribute LPG through road tankers to Auto, Steel, Ceramic Industries etc



- **Commercial LPG:** Distribute Packed Cylinders for Commercial and Industrial users
- 155 Commercial Distributors spread across 53 Cities in 9 states

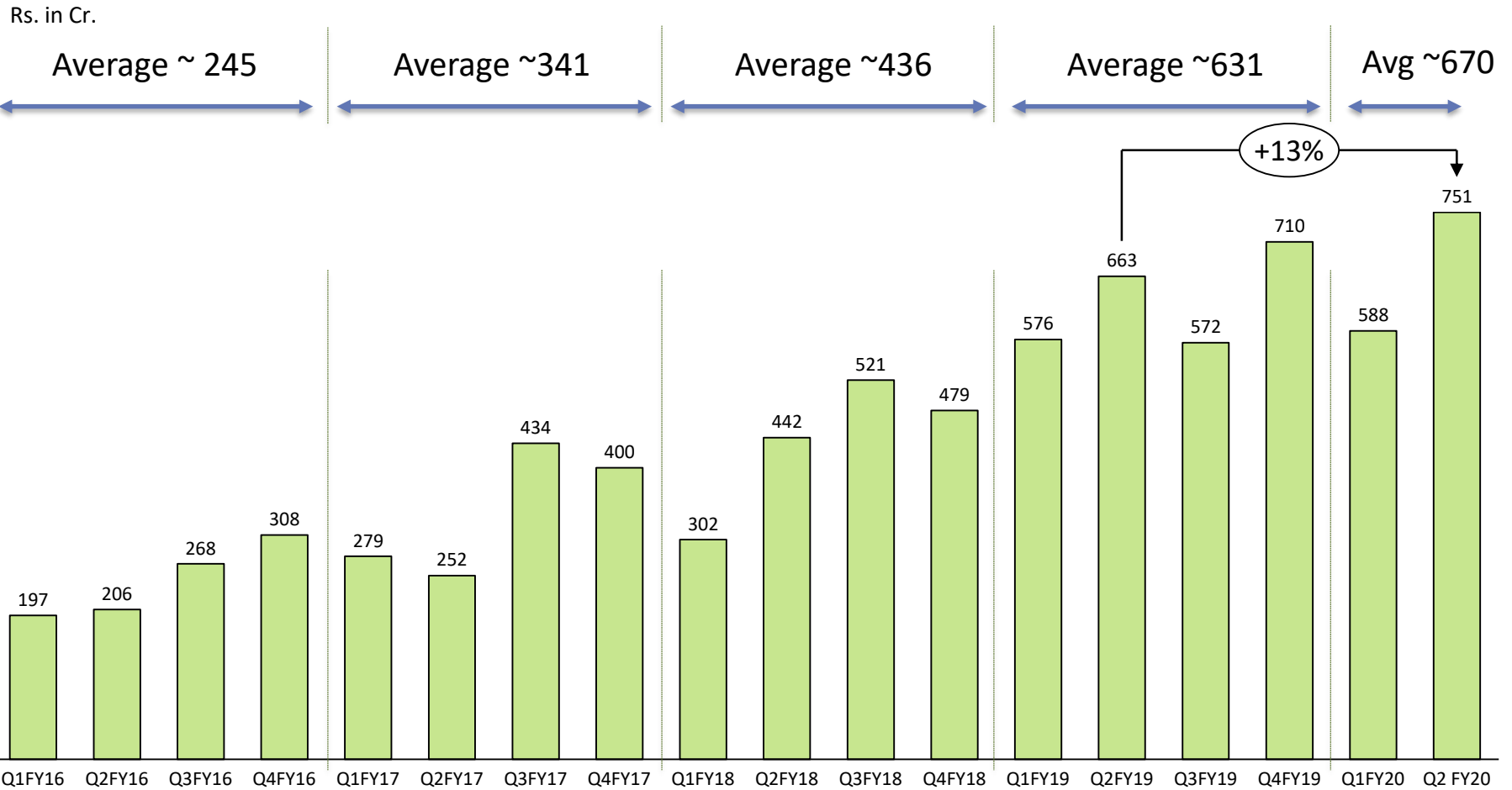
# Gas Division Performance EBITDA\*



\* Normalized EBITDA – Before Forex, Hedging Related Expenses

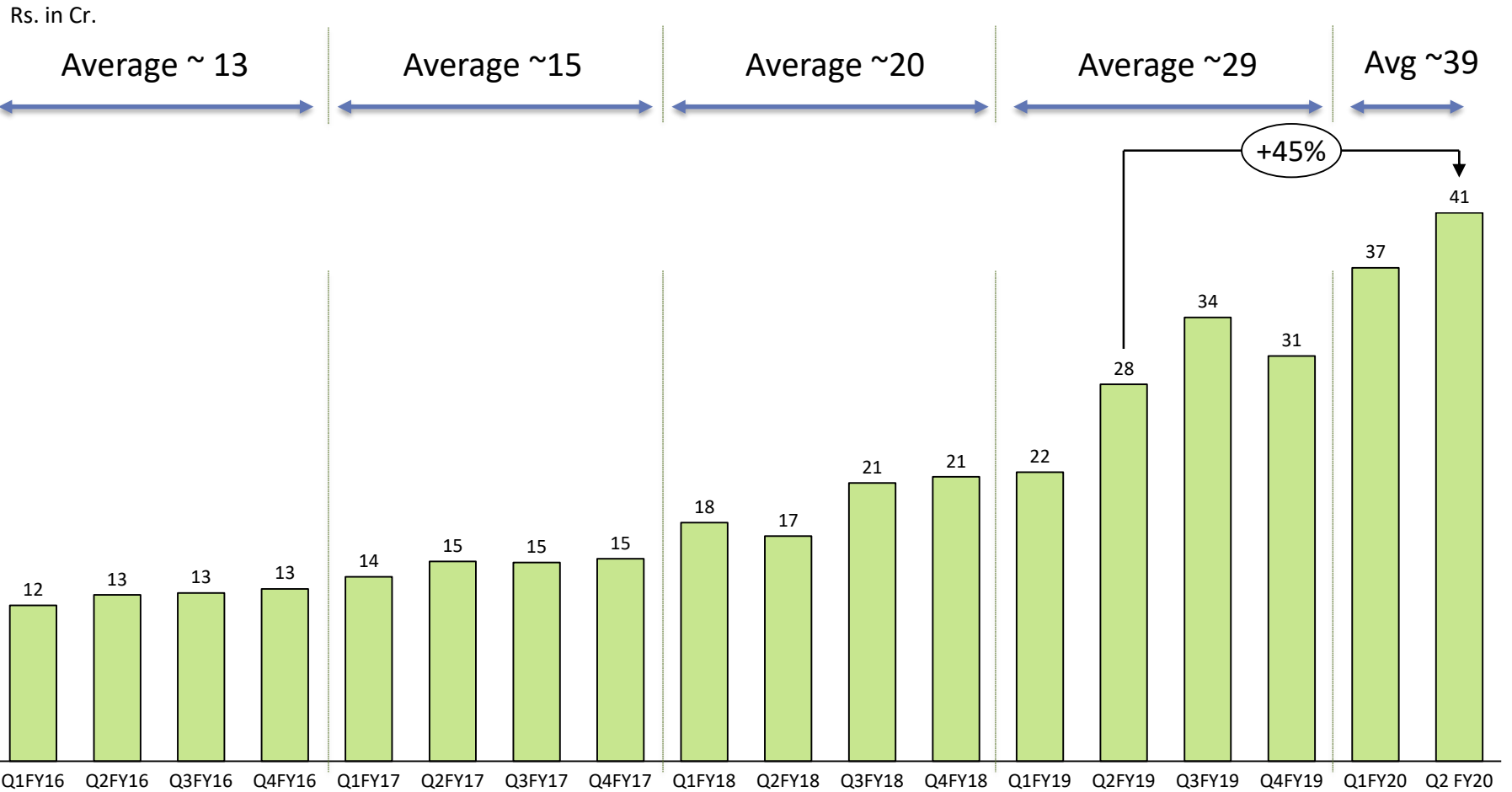
# LPG Volume - Logistics

'000 MT



# LPG Volume - Distribution

'000 MT





## Liquid Logistics

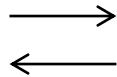
# Liquid Logistics and EPC Services

## Liquid Logistics (3PL)

## O&M Services



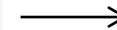
**Shipping**



**Logistics**



**O&M**



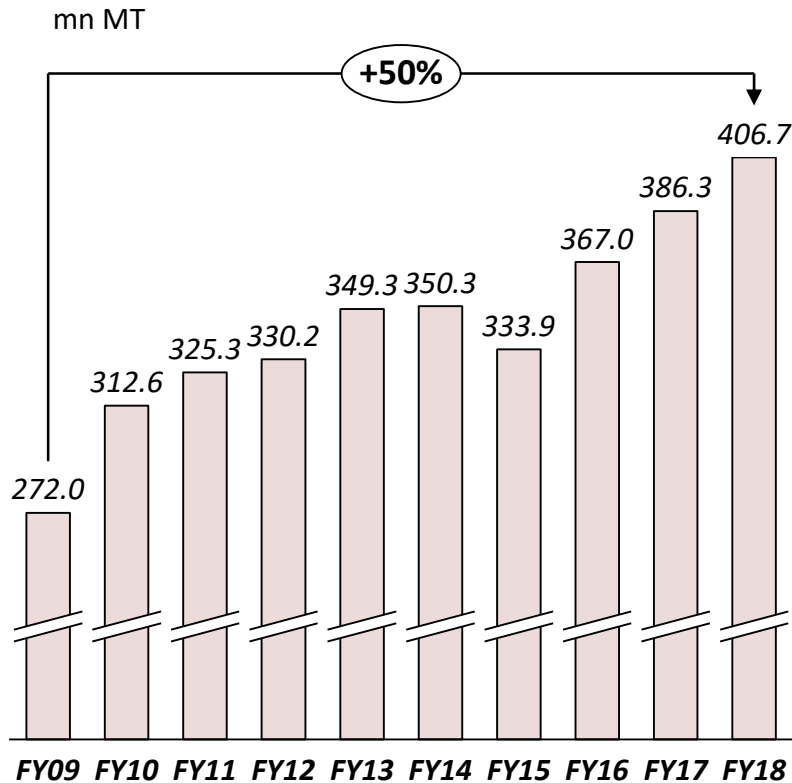
**Facilities**

Segment	Activity	Revenue Stream
Liquid Logistics	Logistics	Throughput Fees, Handling & Value Addition Charges
O&M Services	Operations & Maintenance	O&M Fees

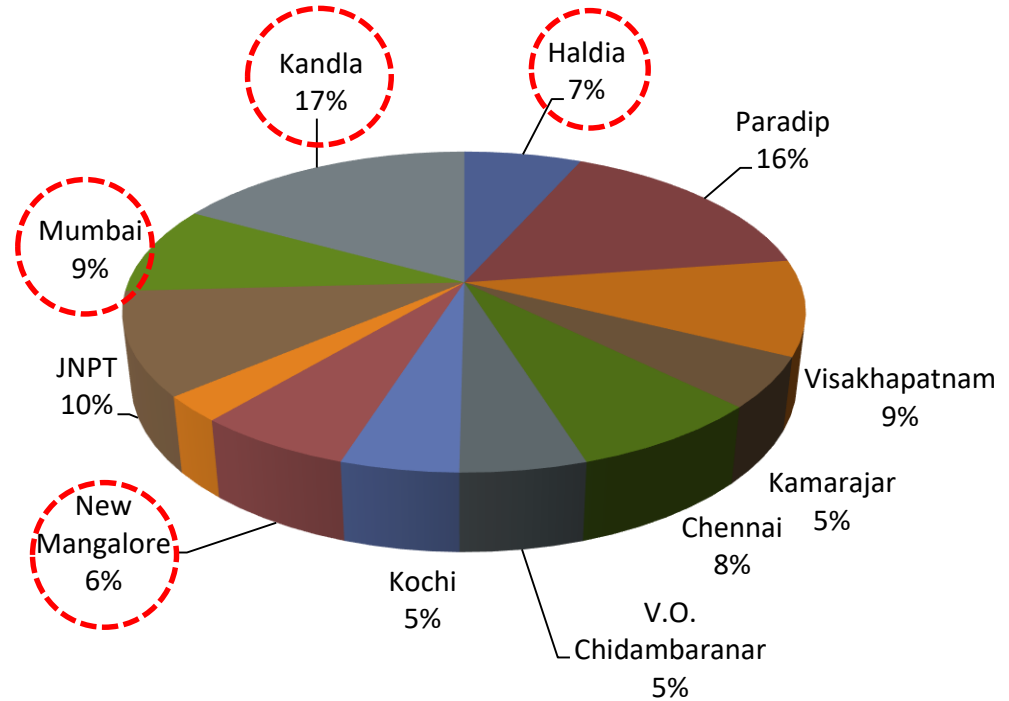


# Liquid\* Traffic at Indian Ports

## POL Traffic Growth at Indian Ports



## POL Traffic at Major Ports\*



**Mumbai, Kochi, Haldia, Kandla and Mangalore handle ~70% of the traffic at Major Ports**

Liquid – Excludes Chemicals

Source: Indian Ports Association

\* During April – Mar 19

# Greenfield Liquid Terminal Expansion

## Greenfield Liquid Terminal Expansion at Kandla Port – 100,000 KL



### ✓ Project Cost

- Rs 75 crs

### ✓ Means of Finance

- Internal Accruals

### ✓ Project Completion Date

- FY17-18

## Greenfield Liquid Terminal Expansion at Mangalore Port – 25,000 KL



### ✓ Project Cost

- Rs 18 crs

### ✓ Means of Finance

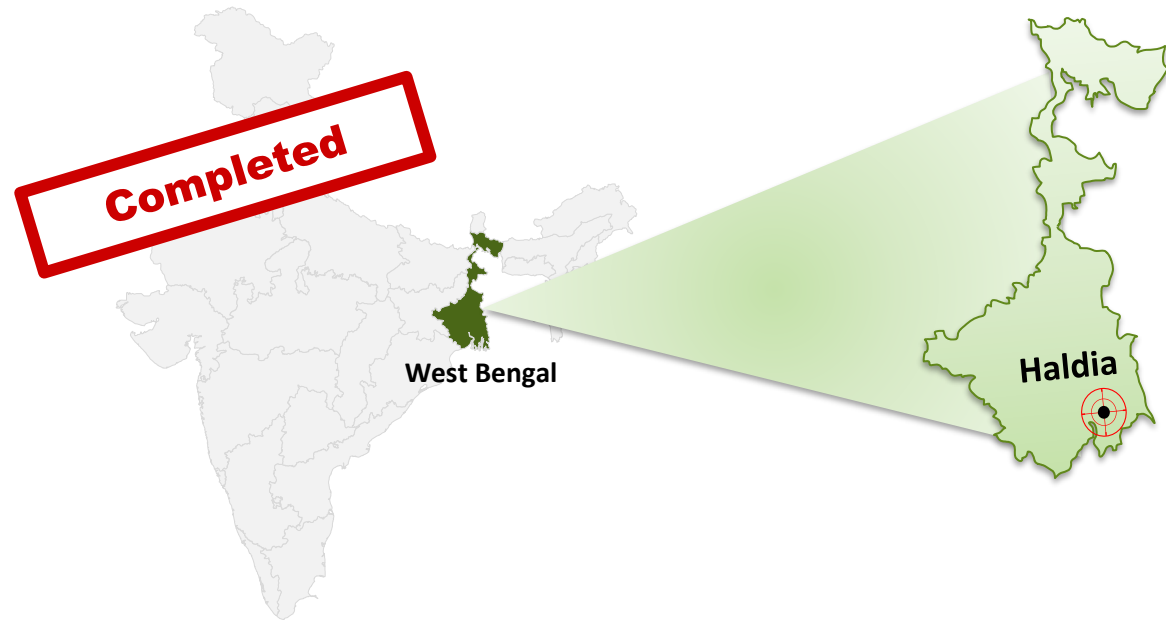
- Internal Accruals

### ✓ Project Completion Date

- H1 FY19

# Brownfield Liquid Terminal Expansion

## Liquid Terminal Expansion at Haldia Port – 35,000 KL



**Phase II**  
**35,000 KL**

**Project Cost**  
▪ Rs 35 crs

**Means of Finance**  
▪ Internal Accruals

**Project Completion Date**  
▪ H1 FY18 - 19

# Kandla Port – Expansion of Liquid Capacity

## Liquid Division

### Capacity

- 40,000 KL

### Project Cost

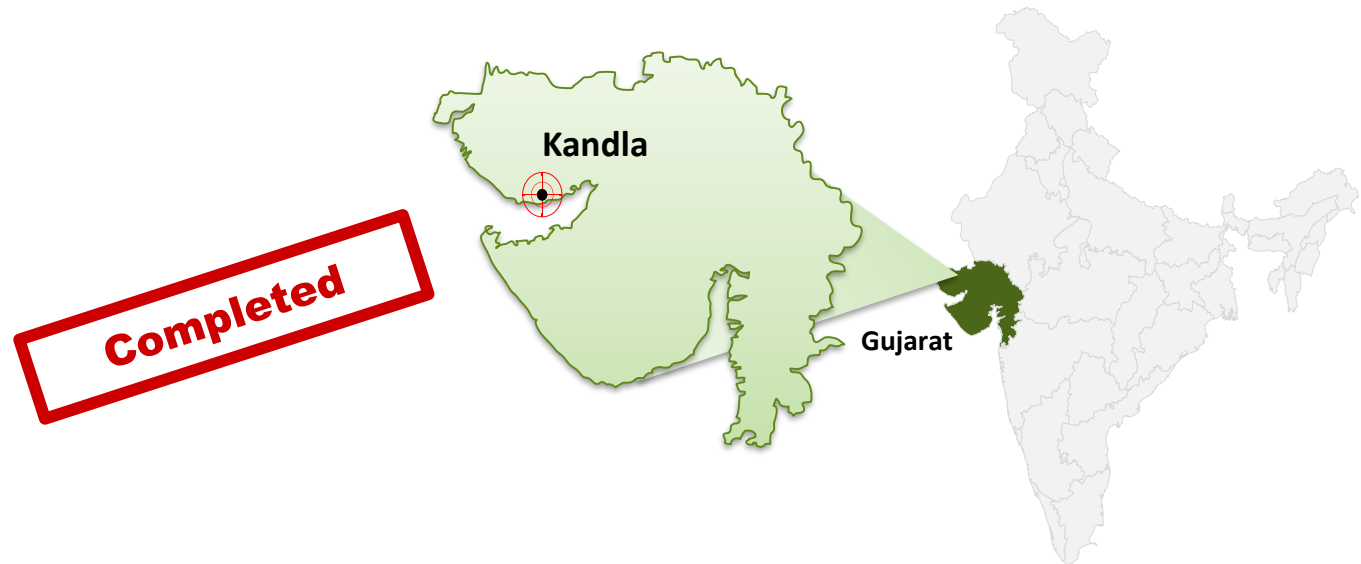
- Rs 25 crs

### Financing

- Internal Accruals

### Project Completion Date

- H2 FY20



# Liquid Capacity Post Expansion

## 01 Mumbai

- ✓ Existing – 273,000 KL

## 02 Kochi

- ✓ Existing – 51,000 KL
- ✓ Expansion – 20,000 KL

## 03 Haldia

- ✓ Existing – 120,190 KL
- ✓ Expansion – 12,000 KL

## 04 Pipavav

- ✓ Existing – 120,120 KL

## 05 Kandla

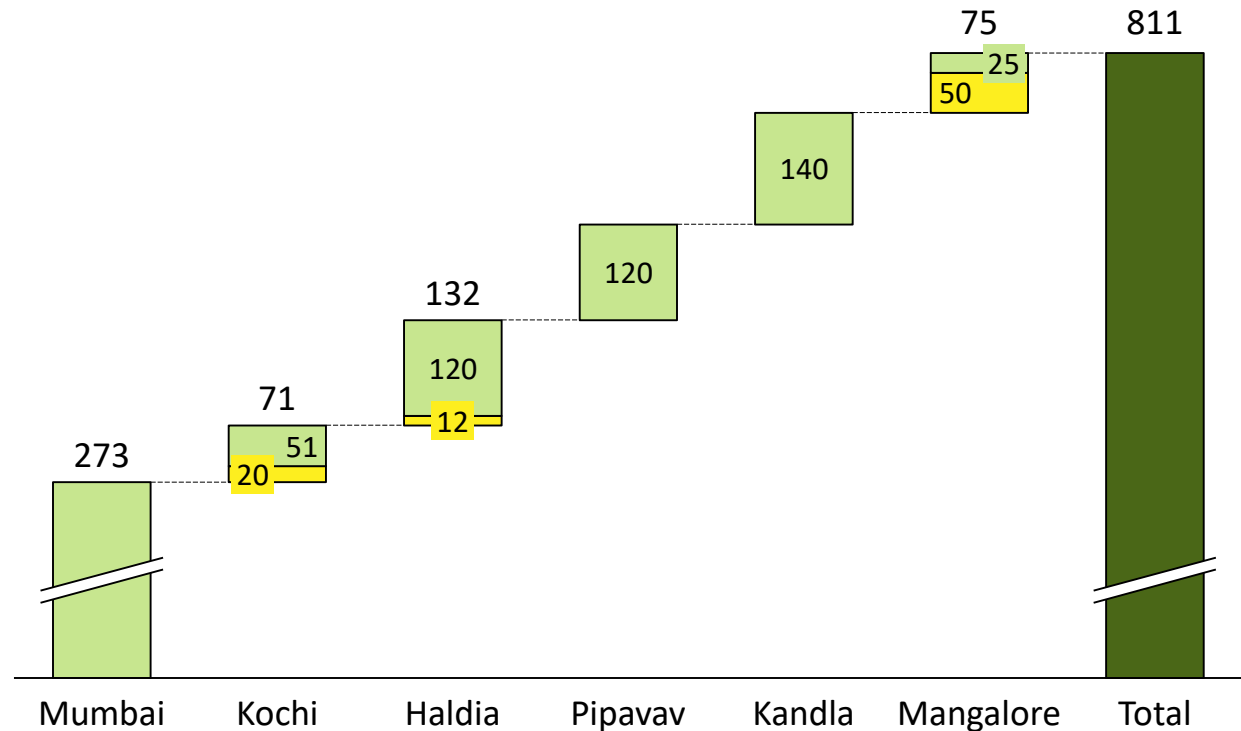
- ✓ Existing – 100,000 KL
- ✓ Expansion – 40,000 KL

## 06 Mangalore

- ✓ Existing – 25,000 KL
- ✓ Expansion – 50,000 KL

### Built up of Capacities ('000s KL)

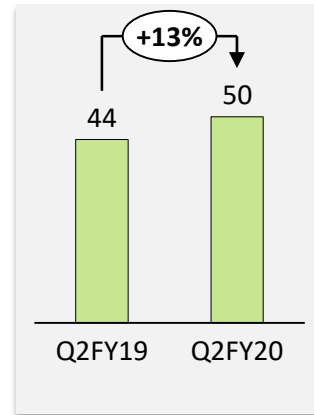
Existing Proposed



**Total Capacity post expansion at Kandla: ~ 811,000 KL**

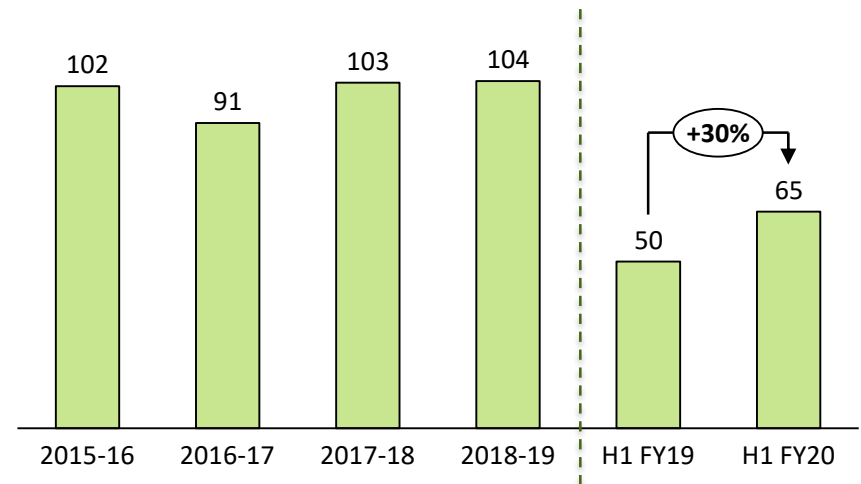
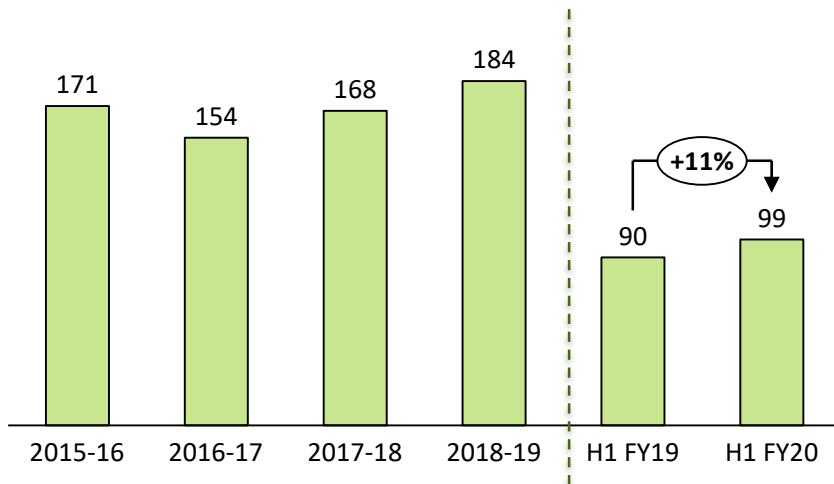
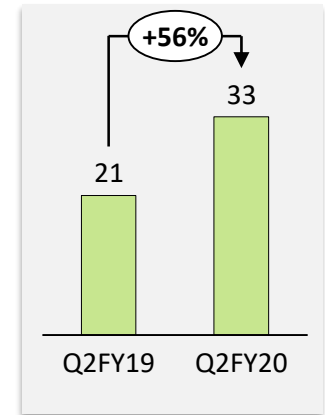
# Liquid Division Performance

## Revenue (Rs. In Cr.)



## Normalized EBITDA (Rs. In Cr.)

- New Capacities fully operational
- Margins to improve with better utilization of new capacities



# We are leading provider of logistics and supply chain services to India's oil, gas and chemical industry

Strategic port locations



Storage terminals



Rail connectivity



Pipelines



# Unique Infrastructure

## Liquids

- Terminals at key ports- Mumbai, Kochi, Haldia, Pipavav
- Jetty Pipelines
- Multiple tank sizes
- Coated , Stainless Steel and Heated tanks
- Road, Rail and Pipeline connectivity

## LPG

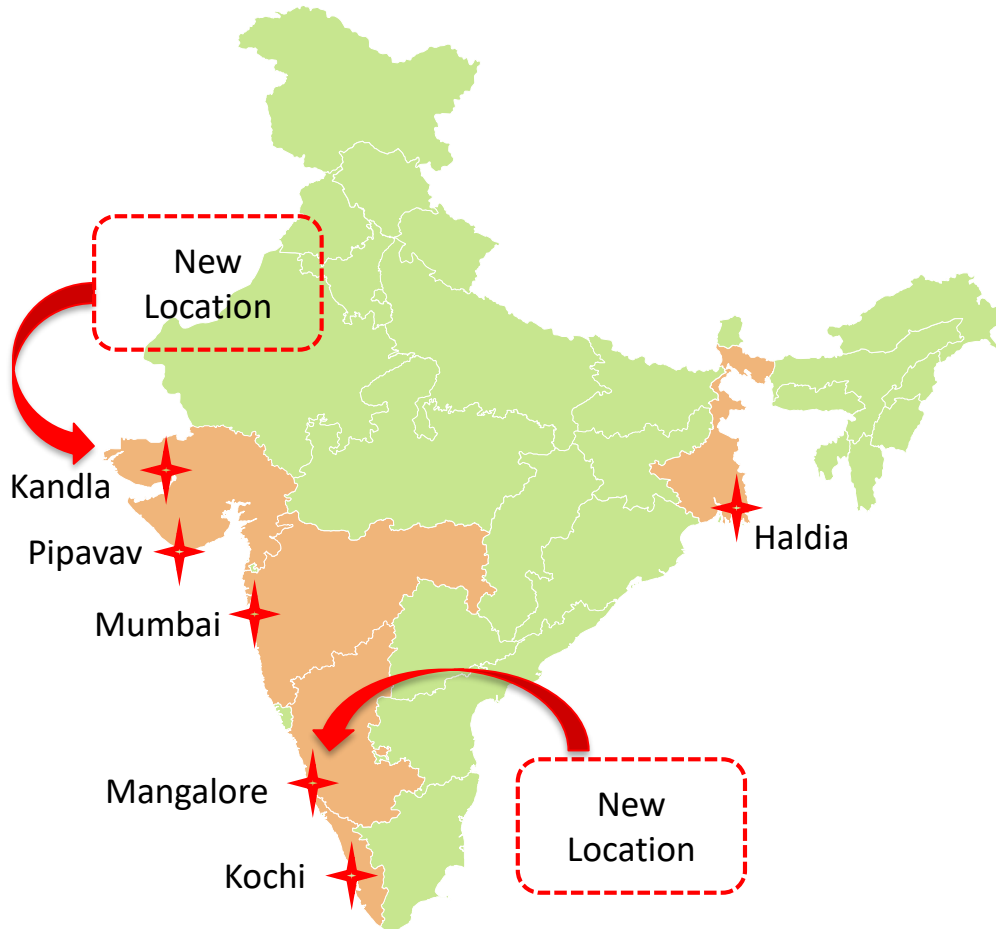
- Refrigerated Gas Terminal in Mumbai
- Pressurized Gas Terminal in Pipavav
- Pipeline connectivity to Petchem plant
- Network of 114 Autogas stations in 7 states
- Network of 155 commercial distributors in 9 states
- LPG Sourcing JV with Itochu in Singapore



**Integrated Supply Chain Management**



# Our Strategy : Building a Necklace of Terminals around the coastline of India



## ✓ VLGC

- All Ports are Deep Water Ports to accommodate VLGC

## ✓ Pipelines

- Pipeline Facilities for Larger Customers

## ✓ Railways

- Railways available at Pipavav and can be set up at all ports except Mumbai

## ✓ Roadways

- Well developed Infrastructure to enable connectivity to the customers

# Strong Industry Partners



# Management Team

**Raj Chandaria**  
Chairman & MD



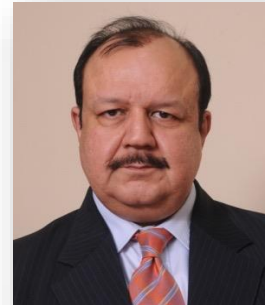
**Anish Chandaria**  
Vice Chairman & MD



**Sudhir Malhotra**  
Group President & COO



**Rajiv Chohan**  
President -Business Development



**Murad Moledina**  
Chief Financial Officer



**K. S. Sawant**  
President - Operations & Projects



# Financial Performance

Solid Foundations



# Consolidated Profitability Statement - Quarter

Rs. In Cr.	Q2 FY20	Q2 FY19	Y-o-Y %	H1 FY20	H1 FY19	Y-o-Y %
<b>Revenue</b>	<b>1,818</b>	<b>1,426</b>	<b>27%</b>	<b>3,773</b>	<b>2,443</b>	<b>54%</b>
Cost of Sales	1,648	1,280		3,454	2,181	
Others	38	45		75	70	
<b>Normalized EBITDA (Segment) *</b>	<b>132</b>	<b>101</b>	<b>31%</b>	<b>244</b>	<b>192</b>	<b>28%</b>
Finance, Hedging & Forex related Expenses (Net)	2	7		4	11	
Depreciation	17	12		32	25	
Unallocated Expenses	8	10		19	16	
<b>Normalized PBT^</b>	<b>105</b>	<b>71</b>	<b>47%</b>	<b>188</b>	<b>140</b>	<b>35%</b>
Unallocated Expenses	155	0		155	0	
<b>Profit Before Tax</b>	<b>-50</b>	<b>71</b>	<b>-170%</b>	<b>34</b>	<b>140</b>	<b>-76%</b>
Tax	-16	14		6	23	
<b>Profit after Tax</b>	<b>-34</b>	<b>58</b>	<b>-159%</b>	<b>28</b>	<b>117</b>	<b>-76%</b>

Note: During the quarter ended Sep 30, 2019, the Company has allotted 56,66,667 equity shares of the face value of Re. 1/- each to the eligible employees upon exercise as per the stock purchase plan by them

Consequent upon the said allotment, the total paid up equity share capital of the Company has increased to Rs.33.97 crores

\* Normalized EBITDA – Before Forex, Hedging Related Expenses

^ - Normalized PBT – Before Expenses as per Employee Stock Purchase Plan

# Consolidated Balance Sheet

Rs. In Cr.	Sep-19	Mar-19
<b>Non Current Assets</b>		
Property, Plant and Equipment	1,556	1,326
Capital Work in Progress	259	121
Other Intangible Assets	1	1
Goodwill	1	1
Financial Assets		
Other Investments	0	1
Others - Security Deposit	12	13
Current Tax Assets (Net)	26	22
Deferred Tax Assets (Net)	33	95
Other Non Current Asset	87	90
<b>Sub-total Non Current Assets</b>	<b>1,974</b>	<b>1,670</b>
<b>Current Assets</b>		
Inventories	33	34
Financial Assets		
Investments	14	10
Trade Receivables	319	229
Cash and Cash Equivalents	341	353
Bank Balance other than above	30	60
Other Financial Assets	67	7
Other Current Assets	64	65
<b>Total Current Assets</b>	<b>867</b>	<b>758</b>
<b>TOTAL - ASSETS</b>	<b>2,840</b>	<b>2,428</b>

Rs. In Cr.	Sep-19	Mar-19
<b>Equity</b>		
Equity Share Capital	34	33
Other Equity	1,477	1,358
<b>Equity Attributable to owners</b>	<b>1,511</b>	<b>1,391</b>
Non controlling Interest	76	75
<b>Sub-total Equity</b>	<b>1,587</b>	<b>1,466</b>
<b>Liabilities</b>		
Non Current Liabilities		
Financial Liability		
Borrowings	86	57
Other financial liabilities	307	20
Other non-current liabilities	1	1
Provisions	12	12
<b>Total Non Current Liabilities</b>	<b>407</b>	<b>90</b>
<b>Current Liabilities</b>		
Financial Liability		
Borrowings	63	130
Trade Payables	589	485
Other financial liabilities	122	125
Provisions	4	3
Current Tax Liabilities (Net)	9	19
Deferred Tax Assets (Net)	33	83
Other current Liabilities	28	27
<b>Total Current Liabilities</b>	<b>847</b>	<b>872</b>
<b>TOTAL EQUITIES AND LIABILITIES</b>	<b>2,840</b>	<b>2,428</b>

# Consolidated Cashflow Statement

In Rs. Crs	Half Year ended 30-Sep-19	Half Year ended 30-Sep-18
Profit before tax	34	140
Operating Profit Before Working Capital Changes	229	140
<b>Net cash inflow from operating activities (A)</b>	<b>175</b>	<b>145</b>
<b>Net cash inflow/(outflow) from investing activities (B)</b>	<b>-60</b>	<b>-95</b>
<b>Net cash outflow from financing activities (C)</b>	<b>-127</b>	<b>-65</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>-12</b>	<b>-14</b>
Cash and cash equivalents at the beginning of the year	353	184
Cash and cash equivalents at the end of the year	341	170



# Consolidated Profitability Statement - Annual

Rs. In Cr.	FY19	FY18	Y-o-Y %
<b>Revenue</b>	<b>5,619</b>	<b>4,791</b>	<b>17%</b>
Cost of Sales	5,037	4,355	
Others	169	130	
<b>Normalized EBITDA (Segment) *</b>	<b>412</b>	<b>306</b>	<b>35%</b>
Finance, Hedging & Forex related Expenses (Net)	19	17	
Depreciation	50	32	
Unallocated Expenses	41	32	
<b>Profit Before Tax</b>	<b>302</b>	<b>225</b>	<b>34%</b>
Tax	50	11	
<b>Profit after Tax</b>	<b>252</b>	<b>214</b>	<b>18%</b>

\* Normalized EBITDA – Before Forex Hedging Related expenses



# Consolidated Balance Sheet

Rs. In Cr.	Mar-19	Mar-18
<b>Non Current Assets</b>		
Property, Plant and Equipment	1,326	1,280
Capital Work in Progress	121	126
Other Intangible Assets	1	1
Goodwill	1	1
Financial Assets		
Other Investments	1	0
Others - Security Deposit	13	9
Current Tax Assets (Net)	22	15
Deferred Tax Assets (Net)	95	65
Other Non Current Asset	90	90
<b>Sub-total Non Current Assets</b>	<b>1,670</b>	<b>1,587</b>
<b>Current Assets</b>		
Inventories	34	26
Financial Assets		
Investments	10	0
Trade Receivables	229	347
Cash and Cash Equivalents	353	95
Bank Balance other than above	60	67
Other Financial Assets	7	10
Other Current Assets	65	82
<b>Total Current Assets</b>	<b>758</b>	<b>627</b>
<b>TOTAL - ASSETS</b>	<b>2,428</b>	<b>2,214</b>

Rs. In Cr.	Mar-19	Mar-18
<b>Equity</b>		
Equity Share Capital	33	33
Other Equity	1,358	1,174
<b>Equity Attributable to owners</b>	<b>1,391</b>	<b>1,207</b>
Non controlling Interest	75	70
<b>Sub-total Equity</b>	<b>1,466</b>	<b>1,277</b>
<b>Liabilities</b>		
Non Current Liabilities		
Financial Liability		
Borrowings	57	62
Other financial liabilities	20	13
Other non-current liabilities	1	2
Provisions	12	11
<b>Total Non Current Liabilities</b>	<b>90</b>	<b>88</b>
<b>Current Liabilities</b>		
Financial Liability		
Borrowings	130	220
Trade Payables	485	379
Other financial liabilities	125	142
Provisions	3	3
Current Tax Liabilities (Net)	19	7
Deferred Tax Assets (Net)	83	70
Other current Liabilities	27	27
<b>Total Current Liabilities</b>	<b>872</b>	<b>849</b>
<b>TOTAL EQUITIES AND LIABILITIES</b>	<b>2,428</b>	<b>2,214</b>

# Profit & Dividend Track Record

Dividend Payout

32%

35%

44%

34%

24%

32%

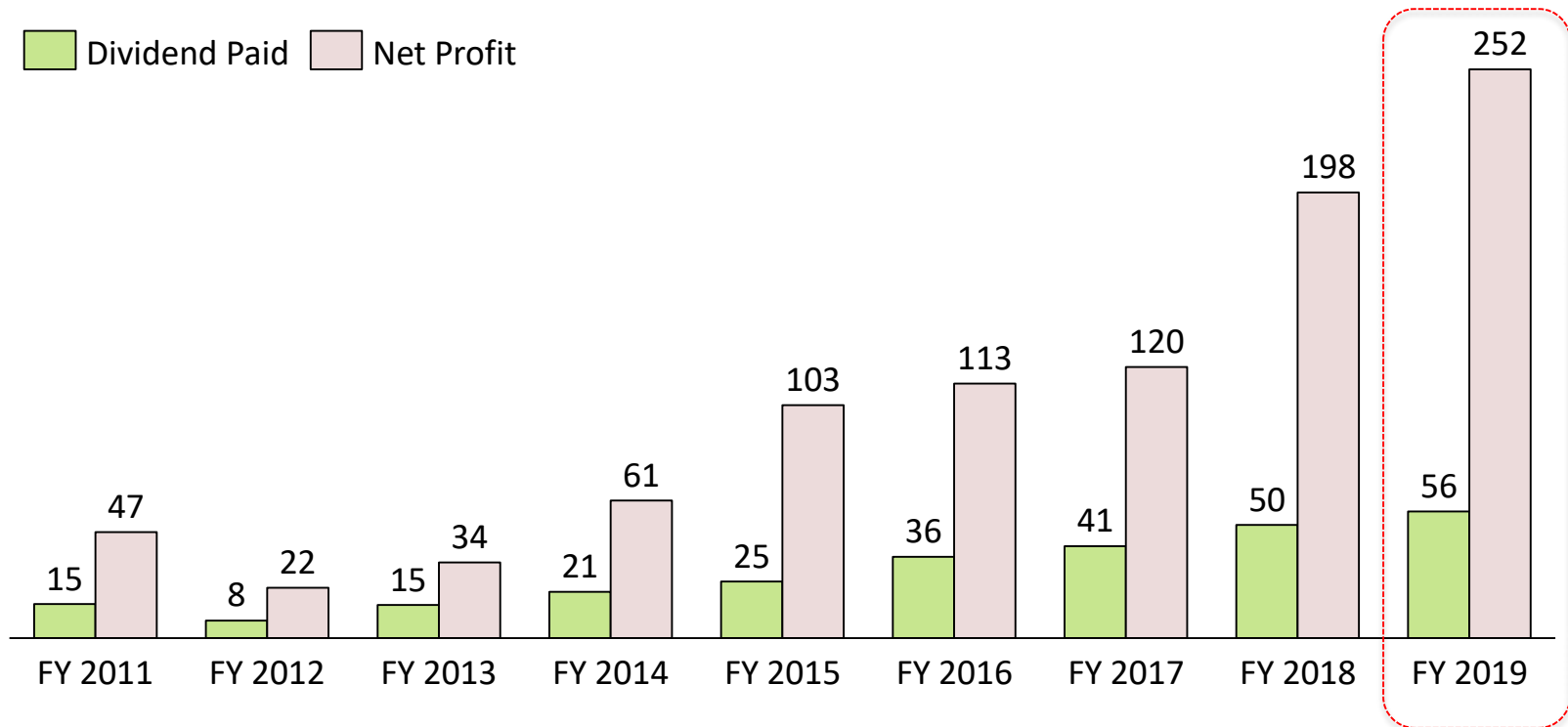
34%

25%

22%

Rs. In Cr.

■ Dividend Paid 
 ■ Net Profit



**Total Dividend for FY19 is 140% (i.e. Re. 1.40 per share) of Face Value of Re. 1 each**

## For further information, please contact:

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### Investor Relations Advisors :

#### **Strategic Growth Advisors Pvt. Ltd.**

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